

DEFENSE LOGISTICS AGENCY



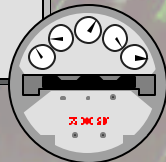
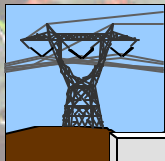
# DEFENSE ENERGY SUPPORT CENTER



Defense Energy Support Center

## SAVANNAH IAP AIR NATIONAL GUARD GEORGIA Utility Privatization Preproposal Conference

Laura Welsh, Montrez Nicholson  
& Gabe Lifschitz  
DESC Privatization Team  
May 23, 2001





# Agenda



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- † **Introductions - (1:00 PM)**
  - † **Laura Welsh, Contracting Officer**
  - † **Montrez Nicholson, Contract Specialist**
  - † **Gabe Lifschitz, General Engineer**
  - † **Other Distinguished Guests**
- † **Solicitation Conditions**
- † **Review Solicitation**
- † **Required Information/Submittals**
- † **Other Information**
- † **Break - (1:45 PM)**
- † **Question and Answer Period**



# Solicitation Conditions



- † Will privatize if
  - † Long term benefit exceeds long-term cost
  
- † Solicitation SP0600-01-R-0008 covers
  - † Savannah IAP (ANG), GA (electric)
  - † Charlotte/Douglas IAP (ANG), NC (electric, water, and wastewater)
  - † McEntire ANG, SC (electric, natural gas, water and wastewater)
  - † McGhee-Tyson ANGB, TN (electric, natural gas, water and wastewater)



# Review Solicitation



## Section B – Supplies or Services and Prices/Costs

### † Bundling (B.4)

† Allowed but not required

† If bundling is offered

† Must provide a separate price schedule (B-2) for each contract line item

### † Schedule (B.5.2)

† Monthly Credit as Payment for Purchase Price

† Fixed Monthly Charge

† Monthly Credit to the Government (Delayed Response Times)



# Review Solicitation



## Section B – Supplies or Services and Prices/Costs

- † Type of Contract –Fixed Price - Price Redetermination - Prospective (B.6)
  - † 1st period is 2 years
  - † Each following period is 3 years
  - † May renegotiate during these periods if warranted



# Review Solicitation



## Section C – Description/Specifications/Work Statement

- † Contains general requirements applicable to all locations (C.3)
- † Commodity is not included
- † Performance Standards - required to adhere at a minimum, to specified industry standards
- † Service Interruption/Contingency Plan (C.7)
  - † Procedures and provisions for handling service interruptions



# Review Solicitation



## Section C – Description/Specifications/Work Statement

- † Routine, Urgent and Emergency Repair Response (C.8)
  - † Provides required response times (see section J for Installation specific requirements)
  - † Defines Routine, Urgent and Emergency





# Review Solicitation



## Section C – Description/Specifications/Work Statement

### † Environmental Compliance (C.10)

† Comply with all applicable environmental laws and regulations

† Accept Installation's spill response procedures, or propose alternative procedures for Government acceptance





# Review Solicitation



## Section C – Description/Specifications/Work Statement

- † Capital Upgrades and Renewals and Replacements Plan (C.11)
  - † Initial Capital Upgrades Submitted in Proposal
  - † Future Capital Upgrades Submitted Under Annual Plans
    - † Government does not approve/disapprove proposed upgrades
    - † Reimbursement of future upgrades (other than those required to meet regulatory requirements), is at the discretion of the Government



# Review Solicitation



## Section C – Description/Specifications/Work Statement

### Quality Management Plan (C.12)

- † Provides listing of Critical Parameters (L.6.2)

- † Offeror proposes which standards and procedures they will apply to the parameters

### † Transition Plan (C.13)

- † Operational transition plan to ensure continuous service from the Government to the new owner



# Review Solicitation



## Sections E, F, G, and H – Solicitation Provisions/Clauses

- † Section E - Inspection and Acceptance
- † Section F - Deliveries or Performance
  - † Utility Service Contract Term – 50 years or term consistent with end of lease
- † Section G - Contract Administration Data
  - † Contracting Officer's Representative
  - † Invoice and Accounting Requirements
  - † Service Charge Adjustment
  - † Unforeseen circumstances will be addressed in accordance with Paragraph G.3 *Service Charge Adjustment*



# Review Solicitation



## Sections E, F, G, and H – Solicitation Provisions/Clauses

- † Section H - Special Contract Provisions
  - † Insurance Requirements
    - † Similar to Right of Way requirements
    - † Additional requirements due to FAR minimums
  - † Other Special Requirements
    - † Accounting for Capital Upgrades/Purchase Price



# Review Solicitation



## Sections I and J - Solicitation Provisions/Clauses

### † Section I - Contract Clauses Incorporated by Reference and in full text

- † Federal Acquisition Regulation (FAR)
- † Defense FAR Supplement (DFARS)
- † Clauses for non-regulated entities (I.5)
- † Clauses for regulated entities (I.6)

### † Section J – Base Specific Utility Specific Attachments

- † Base Distribution System Description
- † Specific Service Requirements
- † Secondary Metering – existing and future



# Review Solicitation



## Sections J and K - Solicitation Provisions/Clauses

### † Section J –(continued)

- † Submittals
- † Service Area and Off Installation Sites
- † Transition Requirements
- † Government Recognized Deficiencies
- † Examples of Right of Way and Bill of Sale

### † Section K - Representations, Certifications & Other Statements of Offerors

- † Fill-ins - must be completed and provided along with offer



# Review Solicitation



## Section L – Instructions, Conditions, and Notices to Offerors

- † Site Visits and Technical Libraries (L.2.1.5 and L.2.1.6)
  - † Site Visits (TBA)
  - † Technical Library (TBA)
- † Proposal Preparation Instructions (L.4)
  - † Volumes - must be separated
    - † Technical - 200 pages per system
    - † Past Performance - 40 pages
    - † Contract Documentation (including any exceptions to terms and conditions)
    - † Price Proposal





# Review Solicitation



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## † Technical Proposal (L.6)

- † Service Interruption/Contingency Plan
- † Quality Management Plan
- † Capital Upgrades and Renewals and Replacements Plan
- † Operational Transition Plan
- † Financial Capability

## † Contract Documents (L.8)

- † SF 33 - Fill-in and sign
- † Section K (Representations and Certifications)
- † Exceptions to Terms and Conditions
- † Subcontracting Plan - only large businesses
- † Socioeconomic Plan - all businesses



# Review Solicitation



## Section M – Evaluation Factors for Award

† Explains how Offers will be evaluated (M.4)

† Factor 1: Mission Capability

† Subfactor 1: Service Interruption/Contingency Plan

† Subfactor 2: Quality Management Plan

† Subfactor 3: Capital Upgrades and Renewals and Replacements Plan

† Subfactor 4: Operational Transition Plan

† Subfactor 5: Financial Capability



# Review Solicitation



## Section M – Evaluation Factors for Award

- † Evaluation Factors cont (M.4)
  - † Factor 2: Past Performance
  - † Factor 3: Proposal Risk
    - † Subfactors Identical to Factor 1
  - † Factor 4: Socioeconomic Plan
  - † Factor 5: Price
- † Objective is to select the proposal that represents the Best Value



# Required Information/Submittals



- † Past Performance References – due when proposal is submitted
- † Proposal – due August 15, 2001  
(1 – original, 3 hard copies and 1 copy on CD)  
separated into 4 volumes:
  - † Volume I - Technical
  - † Volume II - Past Performance Information
  - † Volume III - Contract Documentation
  - † Volume IV - Price Proposal



## Other Information



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### † Points of Contact

† Refer to Solicitation (SP0600-01-R-0008)

† Contracting Officer

† Laura Welsh – [lwelsh@desc.dla.mil](mailto:lwelsh@desc.dla.mil)

(703) 767-8130

† Commodity Business Specialist

† Montrez Nicholson- [enicholson@desc.dla.mil](mailto:enicholson@desc.dla.mil)

(703) 767-9652

### † Updates/Amendments/Other Solicitations

† Issued on Website

† <http://www.desc.dla.mil/main/a/priv/priv.htm>



# Question and Answer Period



† Submit Detailed Questions Regarding Solicitation  
In Writing

† Responses To Questions Will Be Disseminated To  
All Via An Amendment